

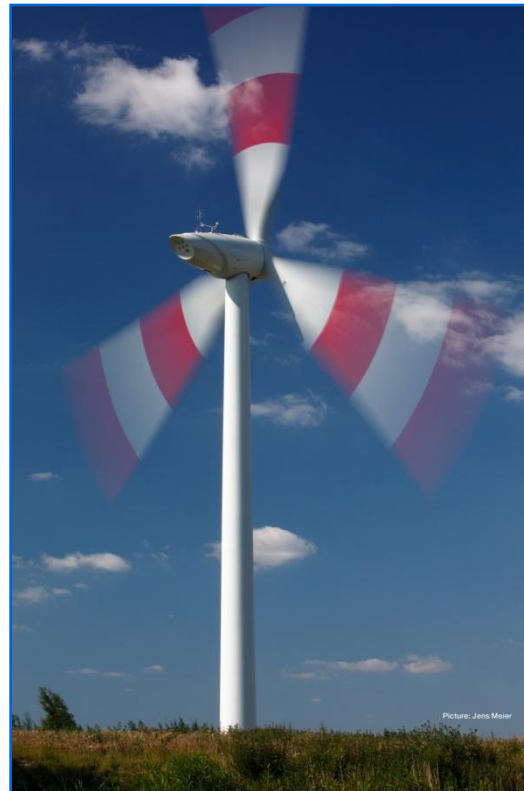
# PowerWind

**US community wind market**

Indianapolis, July 21<sup>th</sup> 2010

## Index

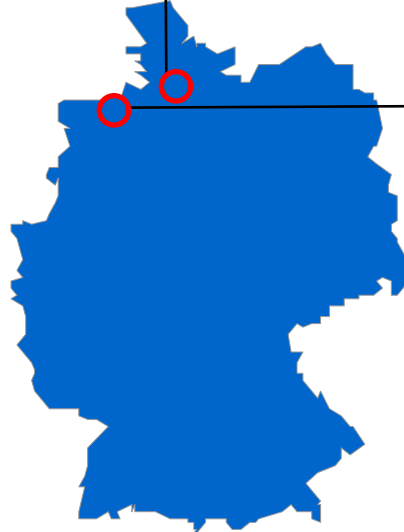
- **About PowerWind GmbH**
- **Potential of Community Wind**
- **Examples of community wind in Europe**



**PowerWind GmbH is a German manufacturer and service provider of wind turbines based in Hamburg and Bremerhaven**

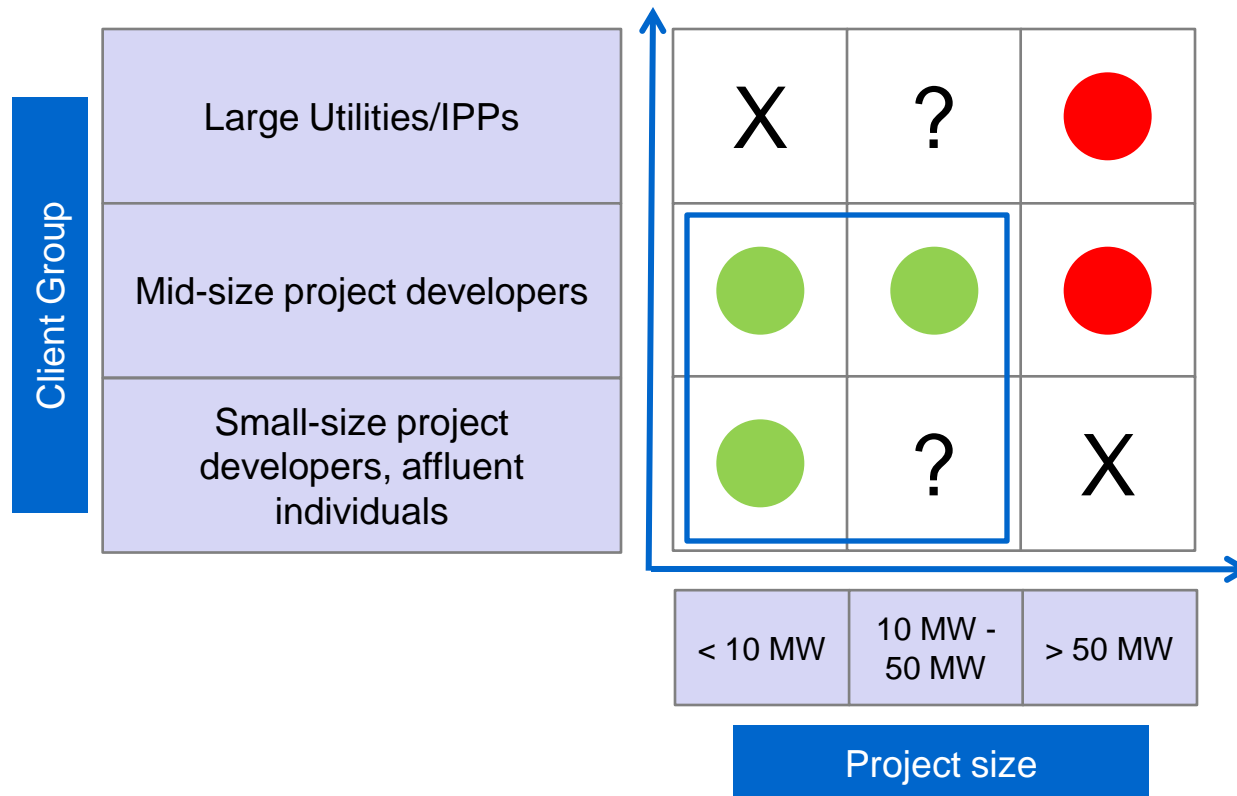


- Headquarter based in Hamburg
- 112 employees
- General Management
- Sales
- Research & Development
- Procurement
- Quality Management



- Production based in Bremerhaven
- 28 employees
- Manufacturing
- Service
- Training
- Capacity 400+ units

**PowerWind's focus is on small to mid-sized projects up to 50 MW and their typical customers: „community scale“**



● Target market

● Utility scale – not suitable for PowerWind

X Not existing

? Opportunistic approach, unclear separation lines

## PowerWind turbines - Robust mechanical engineering combined with state-of-the-art power electronics

### PowerWind 56



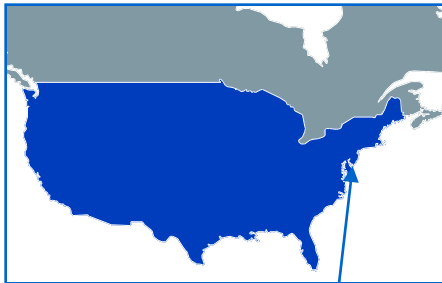
- Rated power: 900 kW
- Rotor diameter: 56m
- Certification: IEC IIA
- Full scale converter
- Hub height: 59m and 71m

### PowerWind 90



- Rated power: 2500 kW
- Rotor diameter: 90m
- Certification: IEC IIA
- Full scale converter
- Hub height: 80-100m

**25 WECs up and running, 11 WECs under construction and 56 more WECs sold as of July, 2<sup>nd</sup>**



**USA:**  
1 WEC sold  
20 WECs in negotiation

**Germany:**  
2 WECs up and running  
2 WECs sold  
6 WECs in negotiation

**Poland:**  
3 WECs up and running  
6 WECs sold  
23 WECs in negotiation



**Azerbaijan:**  
4 WECs under construction  
7 WECs in negotiation



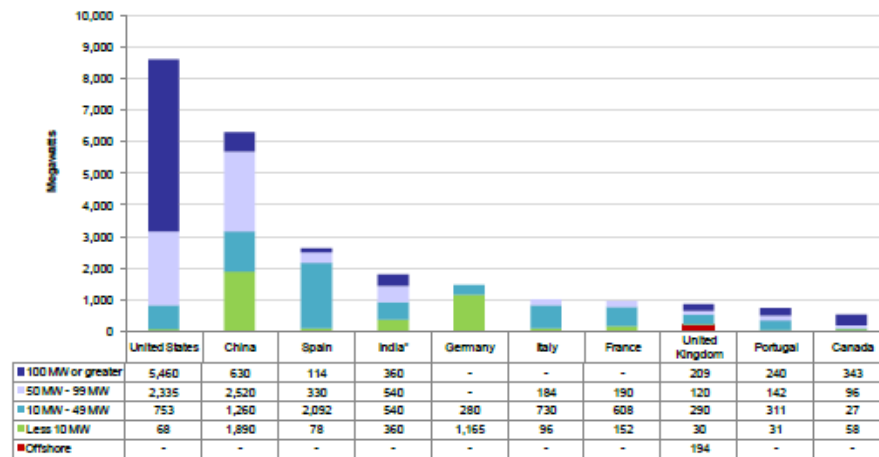
**Italy:**  
17 WECs up and running  
7 WECs under construction  
47 WECs sold  
81 WECs in negotiation

**Bulgaria:**  
1 WEC up and running  
12 WECs in negotiation

**Romania:**  
2 WEC up and running  
12 WECs in negotiation

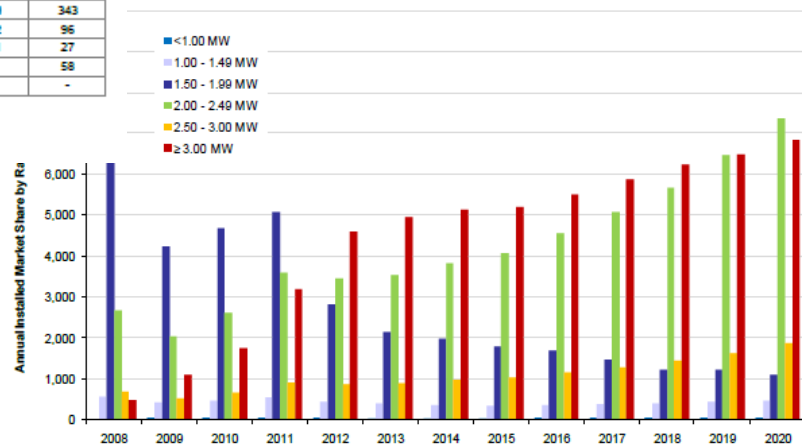
**First research results showed very big project size and no market for sub-megawatt turbines.**

**Exhibit 3-19: Project Size Installed 2008 Breakdown, Top 10 Markets by MW Installed**



Note: India estimate based on 80% of installed projects  
Source: Emerging Energy Research

**North America Wind Turbine Forecast by Turbine Size: 2008–2020**



Source: Emerging Energy Research

**Community scale sees great potential due to a mix of improved economics, a change of thinking towards „green“ and a strong will to be independant**

Very good market potential due to

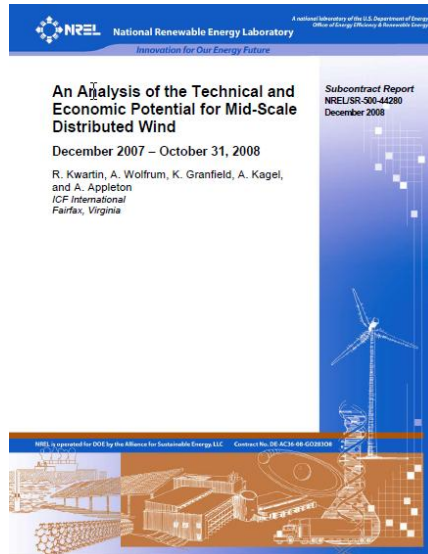
- Rising awareness of “green” movement. People want to be part of it.
- Desire for self-generation
- Rising will of keeping added value locally - Community Wind movement
- Governmental incentives became available
- Transmission Line capacity constraints
- Turbines become available for smaller projects



## **Community scale projects can vary between small distributed projects to mid-size utility projects**

- On-Site Generation
  - Behind the meter
- Community Wind
  - Local ownership of small projects
- IPP Projects of 20MW or less
  - 'Traditional' wind farm model, but on a smaller scale
- Utility Ownership of small projects, 20MW or less
  - Rural Electric Co-Ops

**Steady demand and expert opinion showed that smaller projects have a very good market potential especially aside the wind belt**

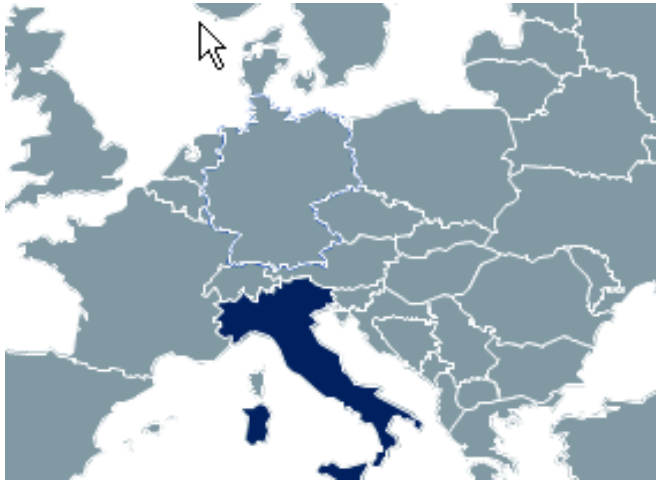


Analysis results in **around 60,000 potential project** sites for distributed wind generation

Distributed wind energy projects with a typical projects size of smaller 5 MW have been little during the last years due to

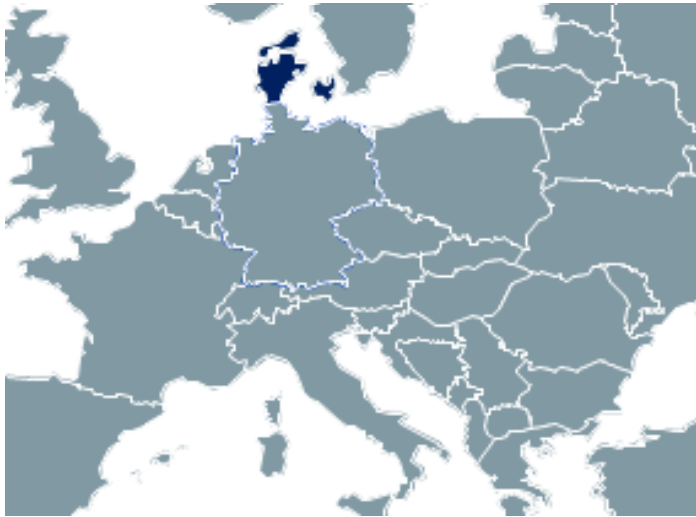
- Challenging project financials
- Turbine shortages
- Lack of regulatory support

## European community wind example: Candela



| Location           | Candela, Italy                              |
|--------------------|---|
| Installed capacity | 2 x 900 kW PowerWind 56 (71m)               |
| Ownership          | Private Investor                            |
| Power Off-Set      | Sales of electricity and green certificates |
| Interconnection    | 20 kV                                       |

## European community wind example: Middelgrunden



Middelgrunden wind farm. Hans Chr. Soerensen.

| Location           | Middelgrunden, Denmark   |
|--------------------|--|
| Installed capacity | 40 MW (20 x 2 MW AN) offshore                                      |
| Ownership          | Middelgrunden Wind Cooperative (8500 investors)/ Copenhagen Energy |
| Installation       | March 2001   |

**Thank you for your attention**



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